

August 13, 2018

(Through Listing Centre)

The Manager,  
Dept. of Corporate Services  
B S E Limited  
25th Floor, P. J. Towers, Dalal Street,  
Fort, Mumbai - 400 001

Dear Sir,

**Sub: Unaudited Financial Results for the Quarter ended June 30, 2018.**  
**Ref: SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations).**

Pursuant to Regulation 33 read with Regulation 30 and Schedule III [Part A, Para A, sub-para 4(h)] and any other applicable provision(s) of the Listing Regulations, please find enclosed the following:

1. Un-audited Financial Results (Standalone) for the Quarter ended June 30, 2018, prepared under 'IndAs', and reviewed by the Audit Committee and approved by the Board of Directors of the Company.
2. Limited Review Report by the Auditors of the Company on above Results.
3. Results Highlights for the Quarter ended June 30, 2018.

This is to also inform that the Board Meeting started at 2.00 p.m. and concluded at 5:30 p.m. today.

Thanking you.

Yours faithfully,  
For Fiem Industries Limited

  
Arvind K. Chauhan  
Company Secretary

Encls: A/a



# FIEM INDUSTRIES LTD.

REGISTERED OFFICE: D-34, DSIDG Packaging Complex, Kirti Nagar, New Delhi-110015 (INDIA)  
 Tel.: +91 11 2592 7919 / 7820 Fax: +91 11 2592 7740 E-mail: investor@fiemindustries.com  
 Website: www.fiemindustries.com CIN : L36999DL1989PLC034928

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## STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

(Rs. in Lacs)

SL. No.	Particulars	QUARTER ENDED			YEAR ENDED
		30.06.18 (Unaudited)	31.03.18 (Audited)	30.06.17 (Unaudited)	31.03.18 (Audited)
1	<b>Income</b>				
	a) Gross Sales (Refer Note 3)	35,847.83	33,064.58	32,332.64	126,323.93
	b) Other Operating Income	188.45	451.07	220.14	989.40
	<b>Revenue from Operations</b>	<b>36,036.28</b>	<b>33,515.65</b>	<b>32,552.78</b>	<b>127,313.33</b>
	Other Income	30.59	83.15	180.60	454.40
	<b>Total Income</b>	<b>36,066.87</b>	<b>33,598.80</b>	<b>32,733.38</b>	<b>127,767.73</b>
2	<b>Expenses</b>				
	a) Cost of materials consumed	22,852.78	20,215.49	19,089.85	75,720.43
	b) Purchases of stock-in-trade	181.68	139.10	89.53	467.46
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(516.72)	21.85	(1,716.88)	(2,287.45)
	d) Excise duty on sales	-	-	3,477.99	3,477.99
	e) Employee benefits expense	4,953.23	4,422.22	4,052.55	17,669.78
	f) Finance Costs	541.96	503.59	601.32	2,272.41
	g) Depreciation and amortization expense	1,193.14	1,117.41	1,074.05	4,432.47
	h) Other expenses	4,944.19	5,067.89	4,479.09	18,198.25
	<b>Total Expenses</b>	<b>34,150.26</b>	<b>31,487.55</b>	<b>31,147.50</b>	<b>119,951.34</b>
3	<b>Profit/(Loss) before exceptional items and Tax (1-2)</b>	<b>1,916.61</b>	<b>2,111.25</b>	<b>1,585.88</b>	<b>7,816.39</b>
4	Exceptional Items	-	(340.58)	-	(340.58)
5	<b>Profit/(Loss) before Tax (3-4)</b>	<b>1,916.61</b>	<b>2,451.83</b>	<b>1,585.88</b>	<b>8,156.97</b>
6	Tax expense	653.97	922.81	551.60	2,901.96
7	<b>Net Profit/(Loss) for the period (5-6)</b>	<b>1,262.64</b>	<b>1,529.02</b>	<b>1,034.28</b>	<b>5,255.01</b>
8	<b>Other comprehensive Income (net of Income tax)</b>				
	a) Items that will not be reclassified to Profit or loss				
	- Remeasurement of defined benefit Liability/ asset	(36.85)	(47.67)	(3.28)	(110.93)
	- Income tax related to items that will not be reclassified to profit or loss	12.88	22.04	0.90	39.55
	Total Items that will not be reclassified to Profit or loss ( net of income tax )	(23.97)	(25.63)	(2.38)	(71.38)
	b) Items that will be reclassified to Profit or loss	-	-	-	-
	<b>Total Other Comprehensive Income ( net of income tax ) (a+b)</b>	<b>(23.97)</b>	<b>(25.63)</b>	<b>(2.38)</b>	<b>(71.38)</b>
9	<b>Total Comprehensive Income for the period (7+8)</b>	<b>1,238.67</b>	<b>1,503.39</b>	<b>1,031.90</b>	<b>5,183.63</b>
10	<b>Paid up Equity Share Capital (face value Rs 10 per share)</b>	<b>1,315.98</b>	<b>1,315.98</b>	<b>1,315.98</b>	<b>1,315.98</b>
11	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year.	-	-	-	43,583.05
12	<b>Earnings Per Share (EPS)</b> (Face Value of Rs 10 per share )				
	a) Basic - Rs.	9.41	11.42	7.84	39.39
	b) Diluted - Rs	9.41	11.42	7.84	39.39

### NOTES

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the company in their respective meetings held on August 13, 2018. The statutory auditors of the company have carried out Limited Review on the above results.
- These results have been prepared in accordance with the Companies ( Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and the other accounting principles generally accepted in India.
- Post the applicability of Goods and Service tax (GST) with effect from 1st July 2017, sales are required to be disclosed net of GST. Accordingly the Gross Sales Figures for the Quarter 30.06.18 are not comparable with the previous periods presented in the results. The following additional information is provided to make sales figures comparable.

(Rs. in Lacs)

Particulars	QUARTER ENDED			YEAR ENDED
	30.06.18	31.03.18	30.06.17	31.03.18
1) Gross Sales	35,847.83	33,064.58	32,332.64	126,323.93
2) Less Excise duty on sales	-	-	3,477.99	3,477.99
<b>Net sales (excluding excise duty) (1-2)</b>	<b>35,847.83</b>	<b>33,064.58</b>	<b>28,854.65</b>	<b>122,845.94</b>

- During the quarter, the company has made investment of Rs 2600 lacs in Aisan Fiem Automotives India Private Limited, being 26% share in Joint venture Company incorporated on 07.06.18. This is a Joint Venture between Fiem Industries Limited (26% share ), Aisan Industry Co., Ltd. Japan ( 69% share) and Toyota Tsusho India Private Limited (5% share). The Joint venture has been incorporated for the purpose of manufacture of Fuel Injection System and IC Connector for two -wheelers and three-Wheelers for Indian market.
- In terms of Regulation 33(3) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company has availed the option of submitting un-audited quarterly financial results only on standalone basis.





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6 A fire incident happened on 25.01.2018 around noon in one block of Unit-5, situated at Kelamanglam Road, Achettipalli Post, Hosur 635110, Tamilnadu. The incident resulted in substantial damage to plant and machinery and inventory etc. in the said block. These assets were adequately insured with reinstatement clause and a claim has been made with the insurance company. The Company has started the process of re-instatement of building, plant and machinery etc. The settlement of insurance claim lodged is also been processed by the insurer as per their norms.

7 During FY 2016-17, the company had issued and allotted 11,97,604 equity shares of Rs 10 each at a premium of Rs 992 per equity share by way of Qualified Institutions Placement (QIP).

The utilization of QIP proceeds as on 30.06.18 are as under :

Particulars	Amount (Rs in Lacs)
Gross Proceeds of QIP Issue	11,999.99
Less:- Amount Utilized for the Purpose Received	11,992.81
Balance amount lying in the Current Account with Bank	7.18

8 Ind AS 115 "Revenue from Contracts with Customers", mandatory for reporting periods beginning on or after 1st April 2018, replaces existing revenue recognition requirements. The application of Ind AS 115 did not have any significant impact on recognition and measurement of revenue and related items in the financial results of the company.

9 The Company is engaged in the business of manufacturing and supply of auto components comprising of automotive lighting and signaling equipments, rear view mirrors, plastic moulded parts and sheet metal components for motorized vehicles, and LED luminaries for indoor and outdoor applications and integrated passenger information systems with LED Display.

- As per Ind AS108 Operating Segment, the Company has identified two reportable segments, as described below :

a) Automotive segment comprising of automotive lights and signaling equipment, rear view mirrors, plastic moulded and other automotive parts.

b) LED Luminaries Segment comprising of LED Luminaries i.e. indoor and outdoor lighting products, display panels and LED integrated Passenger Information Systems.

## SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR THE QUARTER ENDED JUNE 30, 2018

(Rs. in Lacs)

S. No.	Particulars	STANDALONE			
		QUARTER ENDED		YEAR ENDED	
		30.06.18	31.03.18	30.06.17	31.03.18
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
1	<b>Segment Revenue (Sales and Other operating income)</b>				
	a) Automotive Segment	35,814.31	33,407.44	32,823.69	126,912.40
	b) LED Luminaries Segment	221.97	108.21	(270.91)	400.93
	<b>Total</b>	<b>36,036.28</b>	<b>33,515.65</b>	<b>32,552.78</b>	<b>127,313.33</b>
	Less - Inter Segment Revenue	-	-	-	-
	<b>Total Income from Operations</b>	<b>36,036.28</b>	<b>33,515.65</b>	<b>32,552.78</b>	<b>127,313.33</b>
2	<b>Segment Results (Profit before tax and interest before exceptional item from each Segment)</b>				
	a) Automotive Segment	3,020.84	3,119.15	2,655.09	11,982.41
	b) LED Luminaries Segment	(236.63)	(143.59)	(251.78)	(765.33)
	<b>Total Segment Results</b>	<b>2,784.21</b>	<b>2,975.56</b>	<b>2,403.31</b>	<b>11,217.08</b>
	Less :- Exceptional Item				
	a) Automotive Segment	-	(340.58)	-	(340.58)
	b) LED Luminaries Segment	-	-	-	-
	<b>Total Exceptional Item</b>	<b>-</b>	<b>(340.58)</b>	<b>-</b>	<b>(340.58)</b>
	<b>Segment Results (Profit before tax and interest after exceptional item from each Segment)</b>				
	a) Automotive Segment	3,020.84	3,459.73	2,655.09	12,322.99
	b) LED Luminaries Segment	(236.63)	(143.59)	(251.78)	(765.33)
	<b>Total Segment Results After Exceptional Item</b>	<b>2,784.21</b>	<b>3,316.14</b>	<b>2,403.31</b>	<b>11,557.66</b>
	Less:				
	i) Finance Costs	541.96	503.59	601.32	2,272.41
	ii) Other Un-allocable Expenditure net off Un-allocable Income	325.64	360.72	216.11	1,128.28
	<b>Total Profit Before Tax from ordinary activities</b>	<b>1,916.61</b>	<b>2,451.83</b>	<b>1,585.88</b>	<b>8,156.97</b>
3	<b>Segment Assets</b>				
	a) Automotive Segment	84,945.27	78,158.33	67,718.14	78,158.33
	b) LED Luminaries Segment	12,724.00	12,782.73	13,530.31	12,782.73
	Unallocable Corporate Assets	723.32	2,568.07	9,472.89	2,568.07
	<b>Total Segment Assets</b>	<b>98,392.59</b>	<b>93,509.13</b>	<b>90,721.34</b>	<b>93,509.13</b>
	<b>Segment Liabilities</b>				
	a) Automotive Segment	24,117.25	27,625.49	20,195.46	27,625.49
	b) LED Luminaries Segment	376.49	365.09	486.26	365.09
	Unallocable Corporate Liabilities	27,761.15	20,619.52	28,055.76	20,619.52
	<b>Total Segment Liabilities</b>	<b>52,254.89</b>	<b>48,610.10</b>	<b>48,737.48</b>	<b>48,610.10</b>
	<b>CAPITAL EMPLOYED (Segment Assets Less Segment Liabilities )</b>				
	a) Automotive Segment	60,828.02	50,532.84	47,522.68	50,532.84
	b) LED Luminaries Segment	12,347.51	12,417.64	13,044.05	12,417.64
	Unallocable Corporate Assets less Liabilities	(27,037.83)	(18,051.45)	(18,582.87)	(18,051.45)
	<b>TOTAL CAPITAL EMPLOYED</b>	<b>46,137.70</b>	<b>44,899.03</b>	<b>41,983.86</b>	<b>44,899.03</b>





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- 10 Provision for Taxation includes current tax, deferred tax and is net of MAT Entitlement credit available to the company, if any.
- 11 Previous period's figures have been regrouped/ rearranged wherever necessary, to make them comparable.
- 12 These results for the Quarter ended June 30, 2018 are available on the website of the Company (www.fiemindustries.com) and website of the Stock Exchanges viz. BSE Limited (www.bseindia.com) and National Stock Exchange of India Limited (www.nseindia.com).

Place- Rai, Sonapat (HR.)  
Date- August 13, 2018



By order of the Board  
For FIEM INDUSTRIES LIMITED

J.K. Jain  
Chairman & Managing Director  
DIN-00013356



# V. SACHDEVA & ASSOCIATES

CHARTERED ACCOUNTANTS

302, Vikram Tower, 16, Rajendra Place, New Delhi - 110 008  
Telefax : 25735114, 25730325 Mobile : 9811047718  
E-mail : vsa@vsachdeva.com

## LIMITED REVIEW REPORT

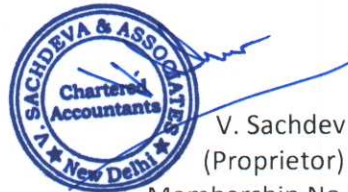
Review report to  
The Board of Directors  
FIEM INDUSTRIES LIMITED  
D-34, DSIDC Packaging Complex,  
Kirti Nagar, New Delhi-110015

1. We have reviewed the accompanying statement of unaudited financial results of Fiem Industries Limited ("the Company") for the quarter ended 30.06.2018( the "statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI( Listing Obligation and Disclosure Requirements) Regulations 2015.
2. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.
3. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

**FOR V. SACHDEVA AND ASSOCIATES**

**Chartered Accountants**

Firm Registration Number 004417N



V. Sachdev  
(Proprietor)

Membership No 083435

Date: 13.08.2018  
Place: Rai, Haryana

**fiem****FIEM INDUSTRIES LTD.**

## Results Highlights: First Quarter (Q1) of Financial Year 2018-19

### Financial Results comparison (Standalone) Q1 FY19 Vs Q1 FY18

- 24.23% growth in Sales in Q1FY19 as compared to Q1FY18. Sales during Q1FY19 is Rs.358.48 crores as compared to Rs 288.55 crores in Q1FY18.
- 22.17% growth in Sales of Automotive Segment during Q1FY19 as compared to Q1FY18. Sales of Automotive segment during Q1 FY19 is Rs 356.32 crores as compared to Rs 291.67 crores in Q1FY18.
- Sales of LED Luminaries segment is Rs 2.16 crores in Q1 FY19 as compared to Rs - 3.12 crores in Q1 FY18
- 20.06% Increase in PAT for Q1FY19 as compared to Q1 FY18. PAT during Q1FY19 is Rs 12.39 crore as compared to Profit of Rs 10.32 crore in Q1FY18

### Financial Results Comparison (Standalone) Q1 FY19 Vs Q4 FY18:

- 8.42 % growth in Sales in Q1FY19 as compared to Q4FY18. Sales during Q1FY19 is Rs.358.48 crores as compared to Rs 330.65 crores in Q4 FY18.
- 8.01% growth in Sales of Automotive Segment during Q1FY19 as compared to Q4FY18. Sales of Automotive segment during Q1 FY19 is Rs 356.32 crores as compared to Rs 329.59 crores in Q4FY18.
- Sales of LED Luminaries segment is Rs 2.16 crores in Q1 FY19 as compared to Rs 1.06 crores in Q4FY18
- PAT during Q1FY19 is Rs12.39 crore as compared to Profit of Rs 15.03 crore in Q4FY18

### Net Debt (Standalone):

(Rs. in Crores)

	30 June 2018	31 March 2018
Long Term Borrowings (incl current maturities)	134.79	121.60
Short Term Borrowings	96.16	37.06
<b>Total Debt</b>	<b>230.95</b>	<b>158.66</b>

